

## Aberdeen Proving Ground Lauderick Creek EUL Industry Forum Questions and Answers

No.		Question & Answer
1.	<b>Q:</b>	Please tell us about the project site's access to water and deepwater.
	<b>A:</b>	In this part of the Chesapeake Bay, there are opportunities to bring water craft into the channel, up the Bush River, such that small craft could land at the project site. However, the water is not very deep in the surrounding area. Other than Aberdeen Proving Ground (APG) , no external entities currently have the right to use any portion of the proposed project site's shoreline or the Lauderick Creek waterway. The selected Offeror's right to access or use the project site's shoreline and waterways would need to be negotiated between the selected Offeror and the Army through the process of creating a project Business & Lease Plan.
2.	<b>Q:</b>	What studies can be identified to support the argument that there is strong market demand for a premier law enforcement training center?
	<b>A:</b>	The government has performed an initial market study for the APG project to determine potential interest in developing a law enforcement training center. This study will be made available to the successful Offeror during the business & leasing plan development phase. In addition, anecdotally, over the past several years, major federal agencies, every state, and all major cities have engaged in varieties of anti-terrorism training. For example, many cities, such as Baltimore, have stepped up their antiterrorism preparedness training, and even closed down portions of downtown areas for several days to conduct simulation exercises. As demand for antiterrorism training has increased, the need has arisen for a centralized and consolidated training facility that offers convenient access. Given its location and the project site's characteristics, the APG project would seem to be an ideal location for this kind of center.
3.	<b>Q:</b>	You appear to want a team that can do it all, including "sticks and bricks," property management, personnel training, running the dining facility, etc. Should we push to be the 100% provider of all these services, or is 80-90% sufficient?
	<b>A:</b>	The Army would prefer a 100% solution, i.e., a team that can do the whole project, including building the center, operating it, managing the property over time, and adjusting to any changes in that industry and keeping the project viable.
4.	<b>Q:</b>	There appears to be significant demand for a consolidated law enforcement center. What if, at the end of the day, there isn't sufficient market demand? Is there any reimbursement to the selected developer for out of pocket expenses?
	<b>A:</b>	No, there would be no reimbursement, as that is the cost of doing business. As prospective Offerors consider whether to submit a proposal in response to this solicitation, they should engage in due diligence to assess market demand. The Army believes that sufficient market demand exists. However, the Army is not providing any guarantees regarding tenancy.
5.	<b>Q:</b>	Would you ever consider full time housing on excess land?
	<b>A:</b>	The Army does not anticipate housing to be included in this enhanced use lease (EUL) project. The Army has the RCI (Residential Community Initiative) family housing privatization program, and the EUL process is not typically used for these purposes. This particular project will likely include some form of temporary student housing (dormitories for trainees), however, the Army does not anticipate that this project would include a multi-family apartment complex.

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6.	<b>Q:</b>	If the Government terminates the lease, will there be a cessation of ground lease payments?
	<b>A:</b>	The EUL ground lease describes the process by which the government can terminate the ground lease and the ramifications of this termination. Depending on the situation, if the Army does terminate the ground lease by no fault of the development entity or the tenants, then the Army would have to compensate the developer for the fair market value of the project. In this situation, ground lease payments would cease. If any tenant were to move out, the selected developer would be responsible for refilling the space with another tenant. If the Army caused a tenant to move out, then the Army would have to compensate the contractor accordingly.
7.	<b>Q:</b>	What environmental risk do you put on the lessee?
	<b>A:</b>	The Army retains responsibility for any environmental contamination that occurred prior to the EUL project that will require remediation. Any tenant or lessee who contributes to contamination, however, would be responsible the contamination for which it bears responsibility.
8.	<b>Q:</b>	Does the Army offer any clearinghouse to help various potential team members find each other?
	<b>A:</b>	One of the primary objectives of the industry forum is to provide an opportunity for firms with diverse expertise to meet each other. Within several days after the industry forum, the Army will post a copy of the attendee list on the project website: <a href="http://eul.army.mil/APG/index.htm">http://eul.army.mil/APG/index.htm</a>
9.	<b>Q:</b>	Can the Army terminate the selected Offeror during the 50-year lease as a provider of training, service or property management? If yes, what happens to the lease? If yes, under what circumstances could the Army terminate the selected Offeror?
	<b>A:</b>	The lease between the Army and the selected Offeror will include provisions allowing the Government to terminate the lease and take over the property in case of national emergency. If such a situation were to occur, the Government would buy out the lease. The lease between the Army and the selected Offeror will also include provisions related to performance measures, such as standards for care and maintenance of the property. If the selected Offeror failed to meet these defined performance standards, the Army would look to the remedy clauses defined in the contract.
10.	<b>Q:</b>	Has the Army previously terminated the lease of an EUL project?
	<b>A:</b>	No, the Army has not terminated a lease of an EUL project as of September 2005.
11.	<b>Q:</b>	When does the Army expect the selected Offeror to commence making (ground) lease payments? Will the selected Offeror be allowed a ramp-up period?

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	<b>A:</b>	The terms of the lease will be discussed with the selected Offeror during the negotiation of the Business and Lease Plan. The Army encourages potential Offerors to submit creative proposals that will maximize benefit for all parties.
12.	<b>Q:</b>	Is the project site subject to local building authorities, approvals processes, or zoning regulations?
	<b>A:</b>	The proposed project site is located within Aberdeen Proving Ground a federal enclave that is under the exclusive jurisdiction of the federal government. Due to the project being subject to exclusive federal jurisdiction, it is anticipated that the project will not be subject to local zoning regulations. Since the proposed project will involve a master lease (i.e., not a land sale) to a selected Offeror, it is anticipated that the project site will continue to <i>not</i> be subject to local regulations about zoning and development approvals. However, the project site will be subject to certain applicable Federal and State requirements, such as National Environmental Policy Act (NEPA) regulations.
13.	<b>Q:</b>	How much unexploded ordnance (UXO) does the Army expect to be found in the area of the project site that has already been cleared?
	<b>A:</b>	Although the Army has cleared an extensive portion of the project site down to a depth of one meter, the Army expects that it is possible that additional UXO may remain elsewhere on the project site.
14.	<b>Q:</b>	What is buried at the hazardous materials (HazMat) landfill located on the project site?
	<b>A:</b>	The small 1.1 acre landfill located at the project site has been capped. Comprised primarily of materials from the former Nike missile testing site, the landfill may include construction debris, sanitary waste, and possibly hazardous waste.
15.	<b>Q:</b>	Please provide drawings of the utilities (e.g., power, water) at the project site.
	<b>A:</b>	The Army will make available to prospective Offerors a document room, accessible during normal business hours, at the APG GIS center. If a prospective Offeror wants to visit the document room, she or he should contact Tom Kretzschmar of the US Army Corps of Engineers (USACE) at (410) 962-5602, Thomas.Kretzschmar@nab02.usace.army.mil
16.	<b>Q:</b>	Is this proposed EUL project subject to Federal budget scoring?
	<b>A:</b>	The proposed EUL land lease is not subject to scoring.
17.	<b>Q:</b>	What “natural” environmental constraints exist besides wetlands (i.e. critical habitat and endangered species)? To that end, have any environmental baseline surveys been conducted?

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	<p><b>A:</b> An environmental baseline study (EBS) is expected to be completed by early October.</p> <p>As for environmental constraints, potential Offerors are encouraged to look at maps of the project site [available in the binders distributed to industry forum attendees], which indicate the areas of the site which are unavailable for development due to environmental constraints, such as the bald eagle nest located in the northeast corner of the project site or the 100-year floodplain.</p> <p>The document room available to prospective Offerors will include maps that show the areas of the project site that have environmental constraints.</p>	
18.	<p><b>Q:</b> Can new access points to the site be considered?</p>	
	<p><b>A:</b> The proposed project site currently includes a separate gate, such that the site can be accessed without entering the main gate of APG. However, the Army is open to considering creative ideas by potential Offerors.</p>	
19.	<p><b>Q:</b> What security will be provided by APG?</p>	
	<p><b>A:</b> Since the project site will remain under exclusive federal jurisdiction, Aberdeen Proving Ground will retain responsibility for providing fire protection services and basic police protection services.</p>	
20.	<p><b>Q:</b> What are the project site's flood conditions?</p>	
	<p><b>A:</b> The document room available to prospective Offerors will include maps that indicate the 100-year floodplain.</p>	
21.	<p><b>Q:</b> Is a UXO or contamination survey available for review?</p>	
	<p><b>A:</b> The document room available to prospective Offerors will include all applicable surveys regarding UXO and other site contamination. The documents will indicate the areas of the project site that have been remediated and the areas that are considered remedied in place. For example, the Army cleared UXO from the area within ¼ mile of the project site's northern boundary (i.e., the rail track)</p>	
22.	<p><b>Q:</b> Will the Army be responsible for any hazardous waste found during construction?</p>	
	<p><b>A:</b> If the Army was responsible for the contamination, the Army retains responsibility for remediation.</p>	
23.	<p><b>Q:</b> What is the status of the National Guard: will they be leaving the project site?</p>	
	<p><b>A:</b> The Army National Guard is currently in the process of assessing its local and statewide training needs. The Army believes that the proposed training center can coexist with the National Guard on that site.</p>	

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24.	<b>Q:</b>	Can the local community use the training site, e.g., local fire, police, emergency response?
	<b>A:</b>	Local first responders who want to use the training site could negotiate the terms of such use with the selected Offeror.
25.	<b>Q:</b>	The Department of State's Bureau of Diplomatic Security has announced its intent to release a RFP to analyze the structure, organization and possible co-location and consolidation of the Training Directorate. If a potential Offeror firm participates in that solicitation, would that firm be precluded from participating in this proposed EUL project?
	<b>A:</b>	Based on discussions with government representatives, this RFP would not appear to create an organizational conflict of interest with the proposed development of a law enforcement training center at APG.
26.	<b>Q:</b>	Has APG or USACE determined that a EUL project at the proposed project site will definitely be pursued? How far is APG in this process?
	<b>A:</b>	The Army is committed to this project. USACE has sought and obtained approval from the Department of the Army and Congress for the proposed EUL concept at this site. Also, APG and USACE have invested a significant time and resources into the proposed EUL and are committed to seeing this project through to a successful Business and Lease Plan agreement.
27.	<b>Q:</b>	Are the evaluation criteria equally weighted in the scoring – or for example – will the development plan represent 30-40% of the total proposal scoring weight?
	<b>A:</b>	All evaluation criteria will be evaluated equally as described in the solicitation document. For example, experience in community relations is equal to development experience which is equal to the financial section.
28.	<b>Q:</b>	Who will make up the development team selection committee?
	<b>A:</b>	The source selection board (SSEB) has not been determined. However, it will likely be comprised of representatives from USACE, APG Garrison, as well as other Army and government agencies. The Army will also utilize the financial, real estate, and law enforcement training expertise of advisors to assist the SSEB.
29.	<b>Q:</b>	Is there a MARC/Amtrak station upgrade desired?
	<b>A:</b>	There is no requirement to upgrade the MARC/Amtrak station. However, upgrades to the MARC/Amtrak station can be evaluated in the developer's due diligence for the project. Prospective tenants may use the station to transport their personnel to the site. For specific MARC/Amtrak issues, it is suggested that Offerors consult with Harford County officials regarding such transportation matters. The MARC/Amtrak stop is certainly an avenue of access, and some prospective tenants may desire enhanced rail transportation access.
30.	<b>Q:</b>	How is fair market value determined? What if demand is not proven?
	<b>A:</b>	USACE performs an appraisal of the project to determine fair market value. This appraisal is non-negotiable and will be discussed with the Offeror during the business and leasing plan.
31.	<b>Q:</b>	Can we get the slide presentation electronically?

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	<b>A:</b>	Yes, the slide presentation will be made available on the Army EUL Website: <a href="http://eul.army.mil/index.html">http://eul.army.mil/index.html</a> .
32.	<b>Q:</b>	What if the cost to clean and clear the site and make improvements is greater than that which is required to make a market return?
	<b>A:</b>	The project is successful only if it makes business sense for the developer and the Army. This will include an analysis, during the business and lease plan phase, of potential development costs (including costs to clean and clear the site) against future revenue.
33.	<b>Q:</b>	How much office/lab/warehouse space is needed for this current opportunity?
	<b>A:</b>	The Army is soliciting this NOL for the development of a potential law enforcement training center. There may be some administrative space required to support the facilities. This would be based on demand, and should be considered as part of a tenant marketing plan. It is unlikely that there would be a significant need for labs or office space. This is not a business park development. These aspects will be determined during the business and lease plan phase.
34.	<b>Q:</b>	Besides the hazardous waste landfill, are there any other hazardous sites? Is there any UXO/MEC in the property?
	<b>A:</b>	There are certain areas within peninsula that are contaminated. Some areas have been cleaned and some have been closed based on EPA requirements. The administrative report will contain any such information, which will be available at the GIS document room.
35.	<b>Q:</b>	Will the site be a secure facility? Can the facility be used as an open access site?
	<b>A:</b>	The site will be located outside the fence of APG. The security there will be based on the development's needs.
36.	<b>Q:</b>	Has any type of master plan been produced as of yet?
	<b>A:</b>	There is a master plan for APG for both the Aberdeen and Edgewood sites. There is no specific master plan for the EUL portion of the Edgewood site, as the Army is looking to solicit the energy and ideas of developers for this project.
37.	<b>Q:</b>	Do you have any preconceived ideas of a schedule and building availability?
	<b>A:</b>	An exact schedule for the solicitation process will be made available on the project website [ <a href="http://eul.army.mil/index.html">http://eul.army.mil/index.html</a> ]. There are no preconceived schedules for construction or building availability. The source selection board will meet in January and will have its developer selected within two weeks thereafter. There will need to be an EIS, and it will take some time to work through the details of the business and lease plan, as this will be a complex project. The Army will then have to approve of the final business and lease plan.
38.	<b>Q:</b>	It is obvious that there was a large cleared path at the site. What is its purpose?
	<b>A:</b>	The purpose of the large cleared space dates back to the Nike Missile site. Lately it has been maintained as a cleared area, mainly for the National Guard. It is no longer used for missile tests.
39.	<b>Q:</b>	Will the Army help the contractor bidding for the EUL to solicit tenants, or is this exclusively the developer domain?

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	<b>A:</b>	This is the developer's domain. Those contractors/developers that are interested in this EUL will probably have a good idea as to potential tenants. After a developer is selected, the Army will work jointly with its contractor to solicit potential tenants, as such coordination would be of mutual interest to APG and the selected contactor/developer.
40.	<b>Q:</b>	At what phase is NEPA documentation completed?
	<b>A:</b>	NEPA is in draft form, and is not yet completed. There are other environmental studies available, and the EBS will be completed by the end of September or early October. There is a process with NEPA after the EIS is approved, but the Army must first lend its approval before subsequent steps can be made.
41.	<b>Q:</b>	Will the Army consider alternative or additional uses to those mentioned in the Notice of Intent to Lease (NOL)? In particular, would Army allow office or multi-family rental residential on the site?
	<b>A</b>	The Lauderick Creek EUL NOL specifies a proposed concept of developing a consolidated, state-of-the art, law enforcement/anti-terrorism training center. The Army would not consider alternative or additional uses which do not contribute to the proposed facility concept. Therefore, stand alone office or residential components are precluded.